❖ Neuro-Linguistic Programming

What is Neuro-Linguistic Programming (NLP)

Although many definitions exist for NLP, it is primarily an **innovative approach** to understanding and directing human experience, communications (both internal and external), and behavior. NLP is a **leading edge technology** for **accelerated human change.** With NLP, you will develop an understanding of the relationship between mind, body, emotions, and actions.

Richard Bandler, co-creator of NLP, once said that **"NLP is an attitude and a methodology that leaves behind a trail of techniques."**

Let's break down the name for further clarification:

- **Neuro** – Refers to our nervous system through which experience is received and processed through the five senses (see, hear, feel, taste, and smell).

- **Linguistic** – Verbal (words and phrases) and nonverbal (postures, gestures, breathing patterns) communication systems through which neural representations are coded, ordered and given meaning.

- **Programming (or Patterning)** – The ability to organize our communication and neurological systems to achieve specific desired goals and results.

NLP does not propose what you should do but **how** you can do what you want to do. NLP allows you to **understand yourself** and your fellow humans better, thus increasing your ability to get along with a wide variety of people.

Who Created NLP

About 30 years ago, two slightly deranged geniuses (John Grinder and Richard Bandler) decided to observe and model the results of a therapist that was getting wildly successful results named, Fritz Pearls, the creator of Gestalt Therapy.

Fritz soon became one of many communicators and therapists modeled by John and Richard. Among the individuals they studied included the world's foremost medical hypnotherapist, Dr. Milton H. Erickson (master of abstract/vague language), family therapist Virginia Satir (master of specificity in language), founder of Provocative Therapy, Frank Farrelly, Moshe Feldenkrais, creator of the Feldenkrais method for body awareness, and sales superstar, Ben Feldman. Famous anthropologist, Gregory Bateson also influenced much of NLP, and served as a guide for John's and Richard's journey.

This process of modeling was quite different from what anyone else out there was doing. Instead of asking "why" or "why not," **they focused on "how."** And through systematically removing every verbal and nonverbal behavior that was idiosyncratic to the individual being modeled, they were left with a **relatively clean model that would get results.**

This is a key distinction, because the people who were being modeled were trying to teach others to do what they thought they were doing, but they could only teach what they themselves were consciously aware of. This is where Richard and John's new field was making headway. They had a **systematic process to discover the unconscious patterns of an individual and make it replicable.**

As Bandler & Grinder studied more and more successful people in different fields they noticed similar patterns of behavior. This powerful discovery led them to develop some of the **most effective models of human communication** and personal excellence. These models have been **proven effective** in almost all areas of human achievement.

Over the years, many other people have contributed to the growth and development of the field, known as NLP.

Today, NLP is widely used in almost all human endeavors including businesses, sports, therapy, health care, education & learning skills and of course personal development.

NLP empowers individuals with the ability to change or eliminate un-resourceful behaviors. It helps one to choose the mental, emotional and physical states of well being needed to achieve desired goals.

Some building blocks of NLP... (a.k.a. the Presuppositions of NLP)

The presuppositions of NLP are simply beliefs or viewpoints held in mind by the practitioner as they work work with an individual. They are neither true or false. Simply useful.

- The map is not the territory. The menu is not the meal.
- Every behavior has a positive intention.
- Experience has structure.
- Every behavior has value in some context.
- No one is wrong or broken. People work perfectly to accomplish what they are currently accomplishing.
- People already have all the resources they need in order to effect a change.
- There is no such thing as failure. There is only feedback.
- The meaning of your communication is the response you get.
- In any system, the element with the most flexibility exerts the most influence.
- Mind and body are parts of the same system.
- People communicate on both conscious and unconscious levels.
- You cannot not respond.